



# business analysis

## Capability Statement

*“Our vision is to be globally recognised as the leader of innovation, thought leadership and outcomes in business analysis.”*

Improve | Innovate | Digitise



# Why BAPL is right for you

Business Analysis (BAPL) is an Australian owned and operated company. Established in September 2004 operating within Australia in Melbourne, Sydney, Brisbane, Perth, Adelaide and Canberra.

Operating as a consulting practice, our business model is based on a “three pillars” approach using the principles of Engagement, Service Delivery and Practice Management. These principles are the foundations of how we support our customers and our staff.

- **Engagement:** to establish a mutually agreeable business and commercial relationship
- **Service Delivery:** to agree, scope, plan, mentor, advise and report on each engagement
- **Practice:** to educate, coach and up skill our consultant’s professional development

BAPL has extensive experience throughout Australia and abroad providing exceptional business analysis services to the public and private sectors. We are recognised by our customers for providing high quality and relevant business analysis outcomes.

From project execution through to strategic management consulting, BAPL’s services deliver value for money. BAPL’s experienced consultants have an enviable track record in improving our client’s business analysis capability whilst also providing business analysis services to deliver project deliverables. We ensure our consultants have every opportunity to be successful in their engagements.

We match the right culture and skills to your needs, our people collaborate well with your multidiscipline teams, all our consultants are strong at stakeholder engagement and we are exceptional at business analysis. Behind our consultants is a thriving practice, sharing innovations, delivering a continuous learning environment and providing advice on the best approach. We use our experience from hundreds of engagements in diverse industries to do just enough of the right analysis.

***We have a proven track record of success evidenced by client testimonies, a wide and deep domain knowledge and varied software experience captured in our case studies.***

BAPL is a trusted and ethical provider: **our success is encapsulated in your success.**

## Our Business Analysis approach delivers:

- A well-defined scope responsive to change
- Collaborative business stakeholder engagement
- Solutions to complex problems and early warnings of risks and issues
- Lower overall project costs
- Flexibility to adapt to changing business conditions
- Greater business value from technology and
- With the right business analysis, projects can be better managed so financial overruns do not occur

# Why BAPL is right for you

## We have Three Primary Service Offerings for how our customers can engage with us:

1. **Business Analysis Consultancy Services** – Lead or Senior BA working with 1 or more BAPL consultants to deliver an agreed scope within a fixed time frame and a fixed price or our consultants can work with you on a time and materials basis
2. **Business Analysis Education Services** – classroom, virtual or online
3. **Business Analysis Centre of Excellence as a Service** – Australia and Global

For each engagement we initiate the appropriate activities by leveraging our experience with our best of breed process frameworks and business processes. By utilising this approach BAPL will save you time, cost, resources, and effort. Re-using existing processes, systems and data ensure the process information is familiar to the business. Applying industries best practices, trending tools and techniques, and process driven formula we will provide the highest quality of work to meet the engagement's scope and timelines.

We offer our consultants for consultancy engagements or project work. Our staff are well trained, deliver high value and are supported by our practice to provide quality results. We look forward to you experiencing our 'think differently' approach of exceptional business analysis.

## BAPL's Business Analysis Consultancy Services

From project execution through to strategic management consulting, our services deliver value for money outcomes. Our experienced consultants have an enviable track record in improving client business analysis capability through organisational development, whilst also providing high quality project deliverables.

Through scoping, defining and agreeing the desired outcomes documented in our Service Delivery Specification (SDS), BAPL will commit to a fixed timeframe and fixed budget to manage the entire project. We will appoint a Lead BA and scale up and scale down additional other BA resources as and when are required. Constantly reporting back to the Project Manager on agreed cycles, updates are given to ensure that deadlines, milestones and deliverables are met.

### Our Business Analysis consultancy services include (but not limited to):

- Agile Business Analysis – Using Agile techniques to improve business solutions
- Digital Business Analysis – Designing innovative technology solutions so businesses have a competitive edge in the digital age
- Data Analysis – Using data to drive improved business decisions
- Agile Coaching – Improving cross functional teams' performance and delivery through value driven agility
- Cyber Security Analysis – Helping clients deal with the ever-evolving threat and sophistication of cyber attacks.
- Virtual Business Analysis – A remote team of highly skilled and capable Business Analysts who can assist you with your project, scheduled from anywhere in Australia or globally
- Product Owner – Managing products through iterative software development
- Process Analysis – Improving the end to end customer experience

# Why BAPL is right for you

BAPL use proven methods to improve business performance. Clear, lean and correct analysis provides the foundation for business leaders to drive innovation, business agility, cost reduction, compliance and risk control. Exceptional business analysis allows you to deliver better products & services to your customers, often leveraging digital technology.

Exceptional business analysis truly engages and empowers stakeholders, so they understand better ways of delivering value to customers.



Many organisations already have project teams or squads in place and have too many projects and tight deadlines to meet where they require additional members to the team but not for long periods of time. Our services enable our customers to engage with us to supply highly skilled and capable consultants for short or mid-term engagements.

Our consultants, irrespective of which type of engagement, use the same proven techniques that demonstrate the source of their analysis. Exceptional business analysis is no more expensive, but none or poor business analysis is costly.

## **Where business analysis is done well, projects can be genuinely agile and have:**

- Lower risk of failure
- Greater engagement of the affected business
- Outcomes that align with strategy
- Better business improvement outcomes
- Higher likelihood of innovative change
- Improved project portfolio decision making
- Improved adherence to time and budget
- A greater likelihood of creating cultural change in support of improved technology &
- Better return on investment

Being successful with technology is key to business success and exceptional business analysis is the key to success with technology.

Our consultants provide advice that is independent from the politics of your business. BAPL's analysis is high quality, fast and cost effective. We help to plan the right service, ensure the right analysis is performed by industry-trained analysts and always deliver the required outcome. By using industry best practice business analysis planning we enable faster project delivery. We focus on only the necessary activities to achieve the outcomes.

We deliver high quality through our practice excellence. Most of the projects that BAPL has consulted on have been self-funding and achieve a positive ROI, particularly where opportunities to improve efficiencies have been leveraged through new technology.

# BAPL Business Analysis Education Services

BAPL is an International Institute of Business Analysis IIBA® Endorsed Education Provider EEP®. We provide Public, Private, Virtual and Online training and our courseware content is aligned to the six knowledge areas of the Business Analysis Body of Knowledge BABOK® v3.0.

We have our own Business Analyst Competency Program including, competency assessment, individual training / development plans, and mentoring modules. In a number of engagements we have been asked to run tailor-made training programs to ensure clients maximise the value from their technology projects. Our company participates regularly in International Institute for Business Analysis (IIBA®) events.

## A list of the training course that we offer are below:

- Business Analysis Foundations (4 days)
- Advanced Business Analysis (3 days)
- Agile Business Analysis (2 days)
- Business Process Modelling Using BPMN (2 days)
- Requirements Elicitation (2 days)
- Use Case Analysis and Modelling (2 days)
- Information Modelling (2 days)
- Strategic Analysis and Business Cases (1 day)
- CBAP and CCBA Boot Camp (4.5 days)

BAPL consultants have formal teaching qualifications or extensive training experience. We also offer Business Analysis Training, Coaching and Mentoring services.





# BAPL Business Analysis Centre of Excellence as a Service

Business performance improvement is what every organisation needs to stay alive and the best way to achieve this is through business analysis.

Most organisations have a desperate need for the standardisation of their business analysis approach, use of common frameworks, terminology, templates and the ability to access a library of information quickly, but do not have the time, capacity, capability, enough staff to justify and establish a BA Centre of Excellence and more importantly maintain and regularly update it.

Organisations can subscribe to the BAPL BA Centre of Excellence as a Service (CoEaaS) to supplement this need.

With more than 15 years of in-depth experience providing business analysis consulting services, BAPL are experts at delivering outcomes of real value to the organisations we work with.

We understand both the public and private sector environments and can deliver our best practice knowledge to you via our CoEaaS while working within your existing business analysis framework.

Business Analysis (BAPL) provides a high-quality subscription based CoEaaS for organisations who wish to leverage the intellectual property of more than 520+ person years of business analysis consulting experience with minimal effort.

The subscription provides access to BA Knowledge, tools and templates to enable your BA's to develop their professional skills to deliver better business outcomes more efficiently.

- **Approaches, methods, techniques, templates, and tools**
  - the ability to adapt to different delivery approaches, customised methods depending on the selected approach, a wide range of techniques to suit a variety of stakeholders and situations, and customisable templates and tools to support the analysis and estimation.

- **Service and quality**

- services are defined, delivery is planned, progress is reported on and a quality assurance process is managed ensuring the quality of business analysis is validated and verified.

- **Career development**

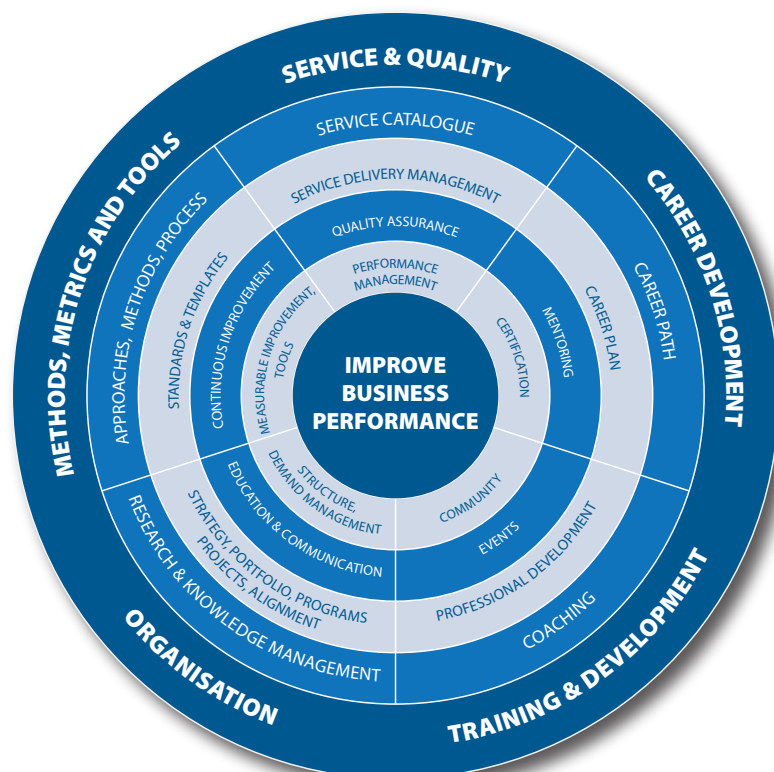
- there is a career pathway for the BA role within the organisation, if performed internally. The CoEaaS provides access to BAPL's competency models.

- **Training and development**

- BA's should be continually developing so they can achieve excellence in business analysis.

- **Organisation**

- across the organisation business analysis maturity is developed and any external BA sourcing strategy supports this, so there is growth in business outcomes.



# The Advantages of the BAPL Practice

We practice what we preach and BAPL operates as a Consultancy Centre of Excellence (CoE), through using the three-pillar approach of Engagement, Service Delivery and Practice Management. This ensures a “customer comes first” mindset pervades all aspects of our business. We provide a high quality, fast and cost-effective business analysis service. We help to plan the right service, ensure the right analysis is performed by industry-trained analysts and assure the delivery of the required outcomes.

Our staff are specialists, supported by decades of experience in Agile, Waterfall or Hybrid delivery learned from hundreds of engagements across our practice. We know what works and how to get the best results in whatever industry, and our consultants leverage our knowledge to benefit your staff.

We are Australia’s leading specialist in business analysis, having deep knowledge and involvement in the profession. Our intellectual effort is dedicated to continuously adapting and improving our techniques and approaches. Unlike generalist consultancies, we do not get distracted with other activities such as project management, testing, development etc.

We utilise our own business analysis competency program including the competency assessment, individual training / development plans, and mentoring modules to support our own staff. BAPL can run tailor-made BA training programs including agile training, coaching or consulting to ensure clients maximise the value from technology projects.

## **Subscriptions to the CoEaaS are offered on an annual licence fee basis enabling you to gain access to;**

- Organisation subscription based CoE as a Service (4 Tiers)
- Individual subscription based CoE as a Service
- All organisations BA's once registered have access to all areas of the CoE
- A suite of approaches, methods, and processes
- A catalogue of industry aligned templates and standards
- Our continuous improvement framework (*for the above*)
- Metrics and KPI's for managing BA performance
- Standardisation frameworks and tools
- Business Analysis service catalogue
- Access to BA subscriber's forum – Q & A
- Service delivery management framework
- Service & quality assurance management principles
- Performance management framework
- Career progression, career planning and competency assessment frameworks (7 levels)
- CBAP Certification guidance
- Access to BAPL Community of Practice (CoP) for questions and guidance
- Improved access to industry events
- Training & Development
- Coaching
- Demand management
- Knowledge management
- Listen to more than 80 recorded Professional Development sessions
- Professional Development Lunch and Learn sessions
- 25% discount off all BAPL public training courses



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